



## Medical Device Cluster Breakdown of Needs & Contributions by Sector

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Needs by Sector	Contributions by Sector		
Private Sector	Private Sector	Academia	Government
<i>Technical Expertise</i>	Joint ventures / alliances	Graduates, co-ops, interns, networks of other universities & private sector contacts	
<i>R&amp;D Funding</i>	Joint ventures / alliances	Grants are most often given to NFP's, which educational institutions are. Additionally, direct gifts & endowments. Fund-raising.	Federal grant monies - SBIR / STTR, NSF, NIH, DOD, DARPA, NASA, etc. State sources?
<i>Commercialization of R&amp;D results</i>	Joint ventures / alliances / licensing agreements	Academia sponsored business & technology incubators	State sponsored business & technology incubators.
<i>Business creation assistance</i>	B2B service firms	Academia sponsored business & technology incubators	State sponsored business & technology incubators. Fed / State DOC's, SBA, SCORE, etc.
<i>Regulatory approval assistance / simplification</i>	Training courses by specialty organizations such as MMAC	Training / courses specializing in regulatory procedures	FDA. Other sources???
<i>Production / manufacturing solutions</i>	Innovative / specialty manufacturers	Schools of engineering	
<i>Skilled labor</i>	Existing labor pool	Professors, graduate students, networks of other universities & private sector contacts	Online job board sponsored by state.
<i>Distribution networks</i>	Sales channels	Research / training institutions	Fed / State DOC's
Academia	Private Sector	Academia	Government
<i>High caliber researchers</i>	Higher revenue potential helps to attract & keep high caliber scientists & engineers	Shared resources	Online job board sponsored by state.
<i>Cutting edge research</i>	See above. Revenue potential spurs innovation.	Collaborative projects	
<i>Grant money</i>	Academia-private sector partnerships are often necessary for access to federal monies.	Collaborative projects / joint applications	Federal grant monies - SBIR / STTR, NSF, NIH, DOD, DARPA, NASA, etc. State sources?
<i>Publication</i>	Academia-private sector partnerships provide opportunity for publication topics beyond existing research being conducted on campus.	Collaborative projects	
<i>Research facilities</i>	Larger companies may have such facilities, though academia-private sector partnership could lead to funding opportunities for construction of such.	Shared resources	State's marketing efforts can, in part, be geared towards attracting research facilities & monies to the state.
<i>Quality students</i>	Partnerships with private sector enterprises who provide co-op, internship & employment opportunities for students & graduates makes an educational institution more attractive to the prospective student / family.	Exchange / joint programs among the various academic institutions.	State's marketing efforts can, in part, be geared towards attracting quality undergraduate, graduate & professional students to the academic institutions, both public & private.

Government	Private Sector	Academia	Government
<i>Strong job base</i>	Establish offices, manufacturing & distribution (i.e. employment)	Academic institutions provide both jobs & pool of labor.	Strong communication & collaboration among branches / departments / divisions - i.e. Executive & Legislative / DOC & Dept. of Ed. / Int'l Division & DWD. Also, state will need to address the issue of brain-drain. How can WI keep the talent it's academic institutions are producing? The more good companies locate in WI, the more graduates will want to stay, and the more students will want to attend WI based schools to eventually secure jobs within those companies.
<i>Strong tax base</i>	Establish offices, manufacturing & distribution (i.e. employment / property / revenue / sales)		Strong communication & collaboration among branches / departments / divisions - i.e. Executive & Legislative / DOC & Dept. of Ed. / Int'l Division & DWD
<i>Attractive state to sell</i>	Industry clusters tend to attract.	Academic institutions can be a positive attribute when companies are looking at different geographic regions to set-up facilities.	Strong communication & collaboration among branches / departments / divisions - i.e. Executive & Legislative / DOC & Dept. of Ed. / Int'l Division & DWD
<i>Business to set-up offices in state</i>	Establish offices, manufacturing & distribution (i.e. employment / property / revenue / sales)	Academic institutions can be a positive attribute when companies are looking at different geographic regions to set-up facilities.	Strong communication & collaboration among branches / departments / divisions - i.e. Executive & Legislative / DOC & Dept. of Ed. / Int'l Division & DWD